

Message Text

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TO AMEMBASSY PARIS

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E.O. 11652 :N/A

SUBJECT : GUIDANCE ON TRADE NEGOTIATIONS

1. FOR GUIDANCE IN RESPONDING TO QUESTIONS ON DESIRABILITY
PROCEEDING WITH TRADE NEGOTIATIONS IN LIGHT OF ENERGY
CRISIS EMBASSY MAY WISH DRAW ON PRESIDENT'S LETTER OF
INVITATION FOR WASHINGTON ENERGY CONFERENCE AND SECRETARY
SHULTZ'S SPEECH TO C-20 IN ROME JANUARY 17.

2. IN ADDITION YOU MAY FIND FOLLOWING POINTS USEFUL :

A. FAILURE TO MOVE AHEAD WITH COMMITMENT TO TRADE
NEGOTIATIONS WOULD INCREASE DANGER OF RESTRICTIVE TRADE
MEASURES. ADOPTION OF MEASURES TO RESTRICT IMPORTS OR
TO EXPAND EXPORTS COULD EASILY BECOME COMPETITIVE,
LOWERING ECONOMIC WELFARE OF ALL COUNTRIES.

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B. RECIPROCAL REDUCTION OF TRADE BARRIERS--WHICH IS ONE OF THE MAIN OBJECTIVES OF THE MTNS--SHOULD NOT BENEFIT OR HURT ANY COUNTRIES BALANCE OF TRADE OR PAYMENTS. EACH COUNTRIES EXPORTS AND IMPORTS SHOULD INCREASE EQUALLY. END RESULT OF TRADE LIBERALIZATION ON BASIS OVERALL RECIPROCITY SHOULD BE TO INCREASE EVERYONES TRADE TO THE BENEFIT OF ALL.

C. BASIC RATIONALE FOR HOLDING TRADE NEGOTIATIONS HAS NOT CHANGED OWING TO ENERGY CRISIS. PURPOSE OF FURTHER

TRADE LIBERALIZATION IS INCREASED EFFICIENCY IN ALLOCATION OF WORLD'S RESOURCES WHICH CONTRIBUTES TO ECONOMIC GROWTH. TO THE EXTENT THAT THE ENERGY CRISIS THREATENS TO SLOW DOWN GROWTH OF WORLD ECONOMY, IT IS ALL THE MORE IMPORTANT TO SEEK UTILIZE WORLD'S RESOURCES MORE EFFICIENTLY THROUGH TRADE LIBERALIZATION. KISSINGER

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